

TradeSource

July 2020
Issue 21

Measuring the U.S. Economy

Financial Support When Needed Most



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Tips and Resources for Successful Navigation in Exporting Globally

In this issue, you will find informative articles from our partnership agencies including the U.S. Customs and Border Protection, Export Import Bank of the United States, and Department of Commerce Commercial Services. These articles provide valuable resources for expanding business opportunities for increasing international sales. In addition, the U.S. Census Bureau provides international trade data for the top exporting countries, states, and districts through March 2020 and the COVID-19 Data Hub. This Demographic and Economic Interactive COVID-19 Data Hub helps guide decisions related to the COVID-19 pandemic. The platform includes key demographic data from the American Community Survey and data on businesses from the County Business Patterns Survey. Please visit the Web site at <https://covid19.census.gov/>.

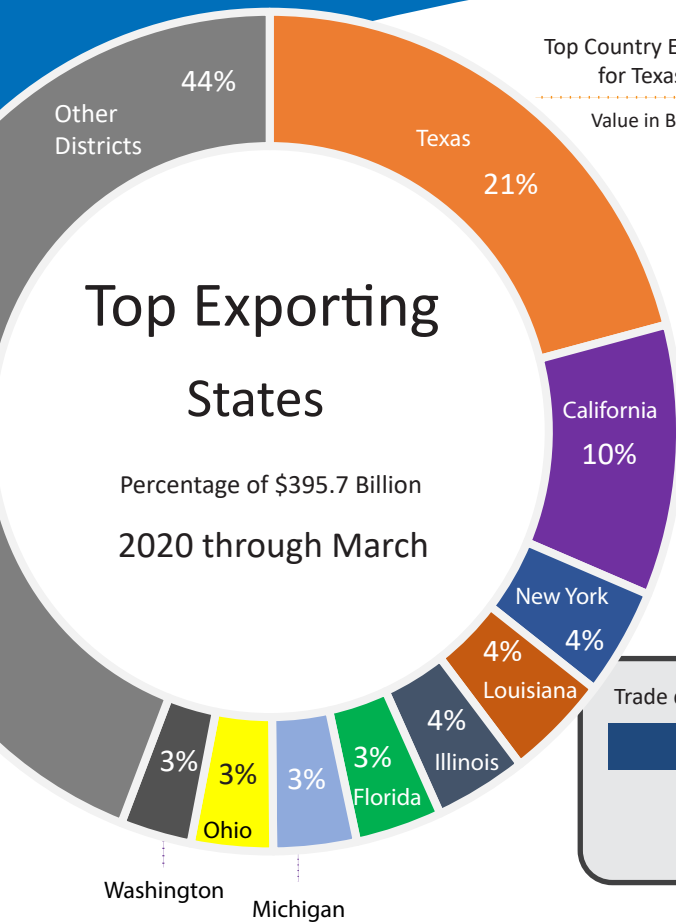
Thank you for being a dedicated subscriber to our biannual TradeSource Newsletter. We believe the information provided will assist you in expanding your global businesses operations. Stay well and be safe!

International Trade

Measuring the U.S. Economy

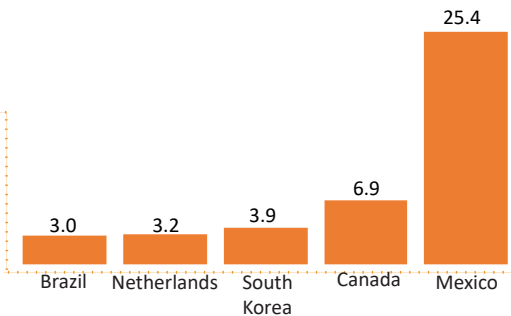
Top Exporting States

Percentage of \$395.7 Billion
2020 through March



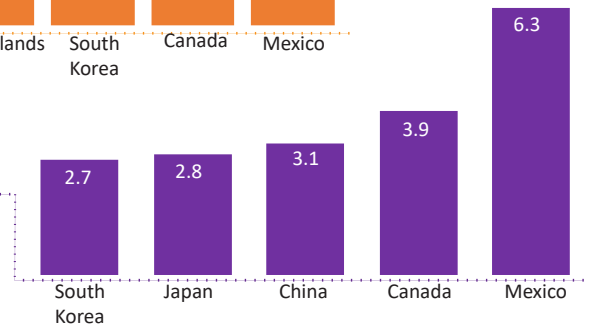
Top Country Exports for Texas

Value in Billions



Top Country Exports for California

Value in Billions



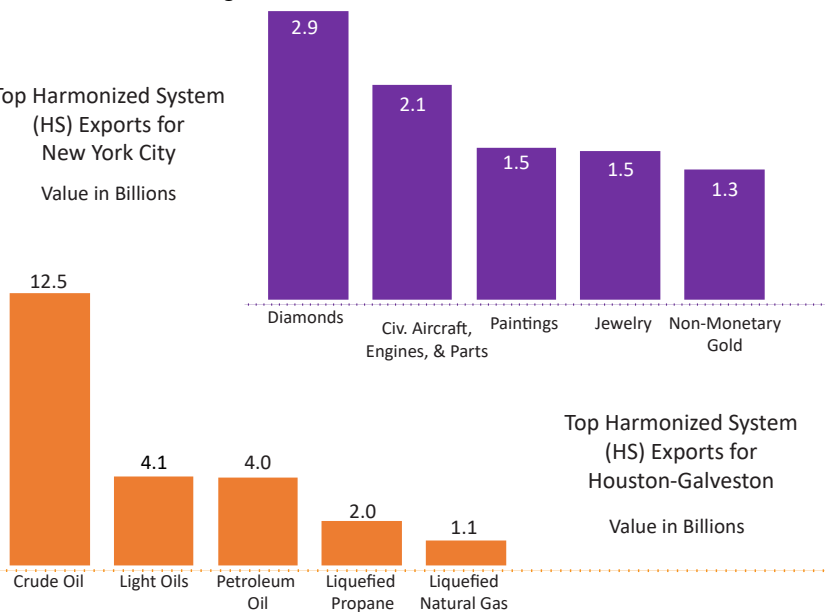
Trade data like this, and much more, is available at

USA TRADE® ONLINE

Go to usatrade.census.gov to sign up
for your FREE account.

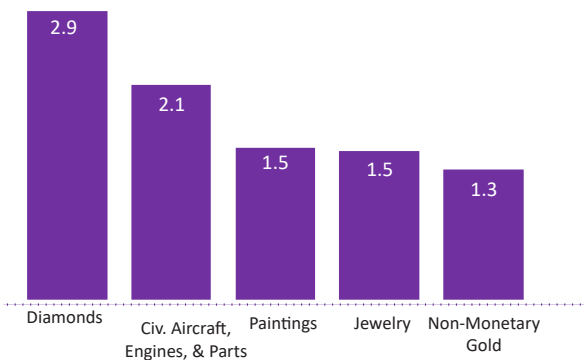
Top Harmonized System (HS) Exports for New York City

Value in Billions



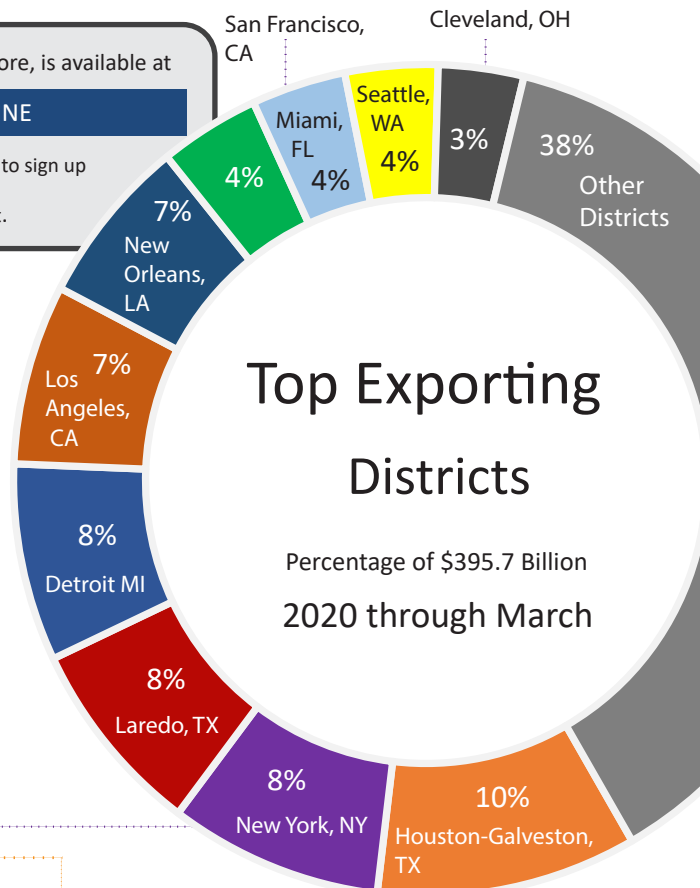
Top Harmonized System (HS) Exports for Houston-Galveston

Value in Billions



Top Exporting Districts

Percentage of \$395.7 Billion
2020 through March





Shipping and Logistics



Exporting: Navigating Shipping and Logistics

By Curt Cutlice, Senior Communications Specialist, U.S. Department of Commerce

As an exporter, once you have identified your new foreign buyers, an important step is to consider how to best ship your goods to international customers. You want to navigate shipping and logistics, ship your product to arrive safely and on time, and avoid the potential of having your product stuck in customs or returned. Start by [viewing our videos](#) on production preparation, shipping basics, and shipping documents.

Product Preparation and Shipping Considerations

Preparing your product to ship, choosing shipping options, and completing required documentation are critical steps in a successful export transaction.



On the newly designed trade.gov, you can learn how to export, connect with foreign buyers, handle trade challenges, and expand operations in new markets. The Web site's **12 Export Solutions** give you advice, tools, and market intelligence for a successful international sales strategy.

Trade professionals at the [U.S. Commercial Service](#), part of the U.S. Department of Commerce's International Trade Administration, offer U.S. companies a wide range of international trade expertise and services. Find local export assistance in more than 100 offices nationwide and over 70 international offices.

Connecting you to business opportunities in markets around the world as quickly and efficiently as possible is a priority for the U.S. Commercial Service. You can also take advantage of our menu option of [virtual export promotion services](#):

- Market Intelligence
- Matchmaking Services
- E-commerce
- Due Diligence on Foreign Parties
- In-Country Promotion of Products or Services
- Additional Services
- Webinars

Follow our social media channels to stay up to date on news and events that are important to exporters: [LinkedIn \(@ExportGov\)](#), [Facebook \(@ExportGov\)](#), and [Twitter \(@ExportGov\)](#).



Financial Support When Needed Most

EXIM Expands Assistance for U.S. Companies of All Sizes During Challenging Times

By Stephen P. Maroon, Director of Marketing, Export Import Bank of the United States

Even before the unprecedented outbreak of COVID-19, the Export-Import Bank of the United States (EXIM) began ramping up its support for U.S. companies seeking to enter new and risky markets to increase their international sales and profits.

EXIM is an independent federal agency that promotes and supports American jobs by providing competitive and necessary export credit to support sales of U.S. goods and services to international buyers. When the private sector is unable or unwilling to provide financing, EXIM fills the financing gaps through its loan, guarantee, and insurance products. EXIM partners with, but does not compete with, private-sector commercial lenders and insurance brokers nationwide to empower U.S. businesses to increase their exports.

Furthermore, with more than 110 other export credit agencies around the world trying to win jobs for their own countries, EXIM ensures U.S. companies never lose out on a sale because of attractive financing from foreign governments.

Open for Business

In December 2019, EXIM was reauthorized for a historic seven years, the longest in the agency's history. This

reauthorization—which followed Congress restoring a [quorum](#) to EXIM's Board of Directors—provides certainty and stability to American workers and businesses. EXIM is fully open for business to fulfill its mission of supporting American jobs by facilitating U.S. exports.

Relief Measures to Support Small Businesses

EXIM is committed to fully supporting American businesses and financial institutions during this pandemic crisis. In most years, nearly 90 percent of EXIM's authorizations have supported small businesses, and as part of EXIM's recent reauthorization, Congress directed EXIM to build on the agency's robust support of small business even further.

To bolster American businesses and workers, EXIM has instituted temporary [COVID-19 relief measures](#) including waivers, deadline extensions, streamlined processing, and flexibility for its working capital loan guarantee and export credit insurance programs.

EXIM's [Board of Directors](#) also unanimously adopted a resolution affirming support of additional temporary relief measures, including:

- Establishing a [Bridge Financing Program](#)
- Expanding the [Pre-export Payment Policy](#)
- Expanding [Supply Chain Finance Programs](#)
- Expanding the [Working Capital Guarantee Program](#)

"EXIM is committed to supporting our great U.S. businesses and workers during this time of economic reopening of the country," said EXIM President and Chairman Kimberly A. Reed. "By extending these relief

measures, we are ensuring U.S. exporters have the tools necessary to succeed, without worrying about meeting EXIM deadlines. I encourage companies experiencing payment issues or difficulty accessing liquidity to reach out to EXIM.”

In early March, as the country was headed toward lockdown, the EXIM Office of Small Business (OSB) doubled down on digital marketing as a way to stay connected with the communities we serve. Now, as U.S. cities begin to open again, EXIM is here to help. We are proud to be a safety net for recovering businesses by protecting exporters against the risks associated with selling overseas. We’ve also implemented relief measures for current customers and partners, allowing you to focus entirely on your pressing business concerns.

Check out our relief measures and [one minute video](#) on EXIM support for businesses of all sizes. Complete information is available on EXIM’s [coronavirus response page](#). Please [contact](#) EXIM for more small-business exporter support.

Establishes China Program

EXIM has established the [Program on China and Transformational Exports](#). The program is intended to help level the playing field for U.S. exporters and workers by directly neutralizing export subsidies for competing goods and services offered by the People’s Republic of China. The program has the aim of advancing the comparative leadership of the United States and supporting U.S. innovation, employment, and technological standards globally in ten transformational export industries.

In May, EXIM launched its [“Strengthening American Competitiveness”](#) initiative. It began with a kick-off series of teleconferences with American businesses and stakeholders and focused on how EXIM can support “Made in the USA” exports—and the U.S. jobs that make them possible—as U.S. companies seek to compete and win in the global marketplace.

If you would like to learn more about how EXIM can increase your company’s international sales, contact EXIM’s Director of Marketing Stephen Maroon at: <Stephen.Maroon@EXIM.gov>.





CARGO SYSTEMS

Cargo Systems Messaging Service (CSMS)

By David Garcia, Program Manager, U.S. Customs and Border Protection

Exporters and Software Developers that submit Electronic Export Information (EEI) via the Electronic Data Interface (EDI) will need to program and test their software so their clients receive the 2 Response Code messages outlined below. Customs and Border Protection (CBP) will soon be providing the ability for CBP Officers to notify the filer of the EEI with *Hold and Release* messages.

The following codes have been added to the Automated Export System Trade Interface Requirements (AESTIR) Appendix A—and are ready for testing in certification. Please contact your client representative to begin testing. The AESTIR Appendix A is located at: www.cbp.gov/trade/aes/aestir/appendices.

Response Code: 97H

Narrative Text: SHIPMENT ON HOLD
Severity: INFORMATIONAL
Proprietary Record ID/Data Elements: N/A
X.12 Segment ID/Data Elements: N/A
Reason: The shipment has been put on HOLD in AES.
Resolution: The shipment is placed on hold by CBP for further inspection or missing documentation. Contact the CBP Officer at your local port with your Internal Transaction Number (ITN) for further instructions on how to resolve the issue.

Response Code: 97R

Narrative Text: SHIPMENT HOLD RELEASED
Severity: INFORMATIONAL
Proprietary Record ID/Data Elements: N/A
X.12 Segment ID/Data Elements: N/A
Reason: The shipment on hold has been released.
Resolution: The hold placed on the shipment has been released.

The referenced shipment can be exported.

AESDirect filers will receive notification via email, similar to the current process.

Previously related Cargo Systems Messaging Service (CSMS)

CSMS #18-000235—Updated Export Manifest IGs & AESTIR Appendix A—Commodity Filing Response Messages

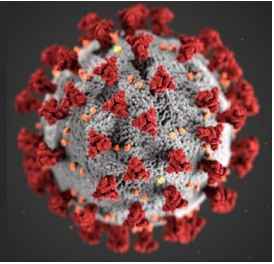
CSMS #18-000107—AESTIR Appendix A—Commodity Filing Response Messages or service

COVID-19 HUB

Demographic and Economic Resources

U.S. Census Bureau

<https://covid19.census.gov/>

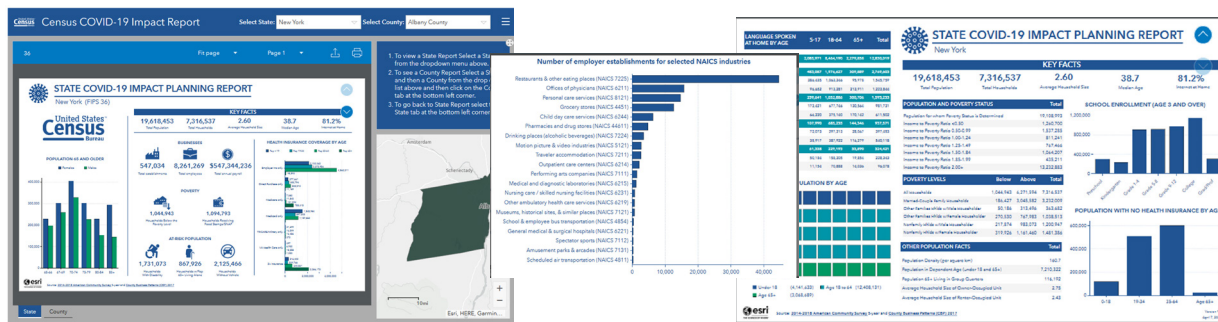


The U.S. Census Bureau's COVID-19 Hub contains demographic and economic data designed to help guide decision-making related to the COVID-19 pandemic. The interactive platform includes key demographic data from the American Community Survey, and key data on businesses from County Business Patterns, Nonemployer Statistics, Business Formation Statistics and other programs. The hub was built in collaboration with ESRI and leverages many features of the ArcGIS platform and solution templates

The platform, released as a beta version, will be updated periodically as the COVID-19 recovery evolves and as we receive feedback from users. Key features of this platform are described below.

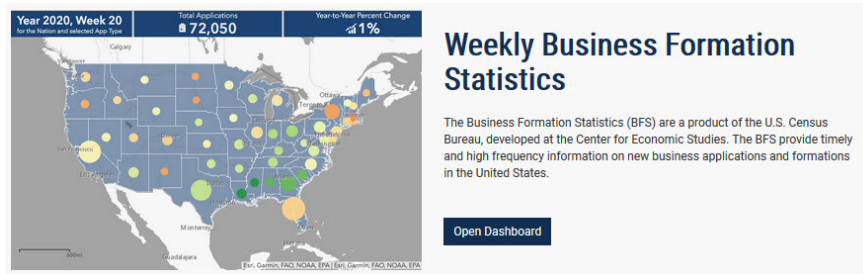
Impact Planning Report

The COVID-19 Impact Planning Report allows users to browse dashboards with key demographic and business data for the nation, states and counties. Information is presented in an interactive, two-sheet visualization that allows for further exploration and downloading.



Weekly Business Formation Statistics

The Business Formation Statistics (BFS) are a product of the U.S. Census Bureau, developed at the Center for Economic Studies. The BFS provide timely and high frequency information on new business applications and formations in the United States.



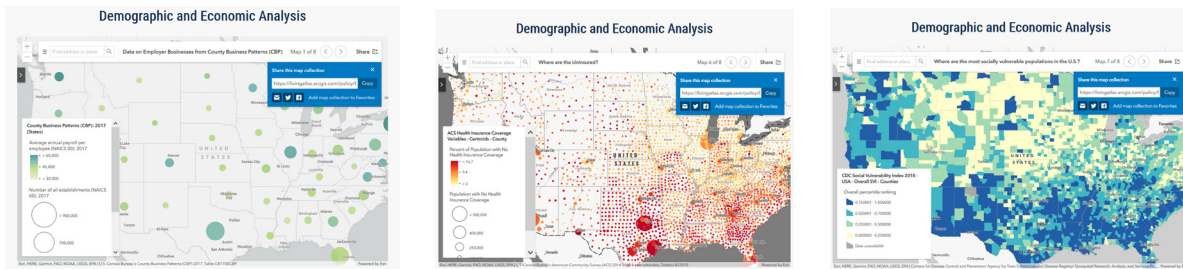
Highlighted Census Programs

These Census Bureau experimental data products are innovative statistical products created using new data sources or methodologies that benefit data users in the absence of other relevant products.



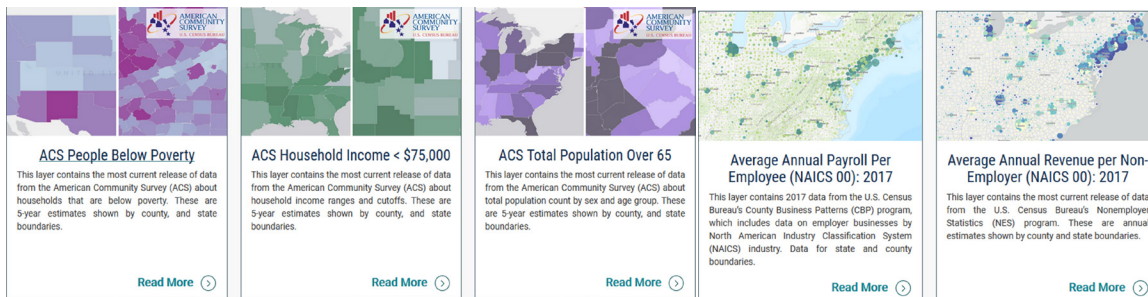
Demographic and Economic Analysis

The Demographic and Economic Analysis policy maps provide additional details for selected statistics in interactive maps that can be incorporated into the user's own products.



Highlighted Datasets

The Highlighted Datasets allow users to access the interactive maps and layers in ArcGIS for four of the key datasets included in the Impact Planning Report: average annual payroll per employee, people below poverty, household income <\$75,000, and total population over 65. Users can include these datasets in their own mapping products.



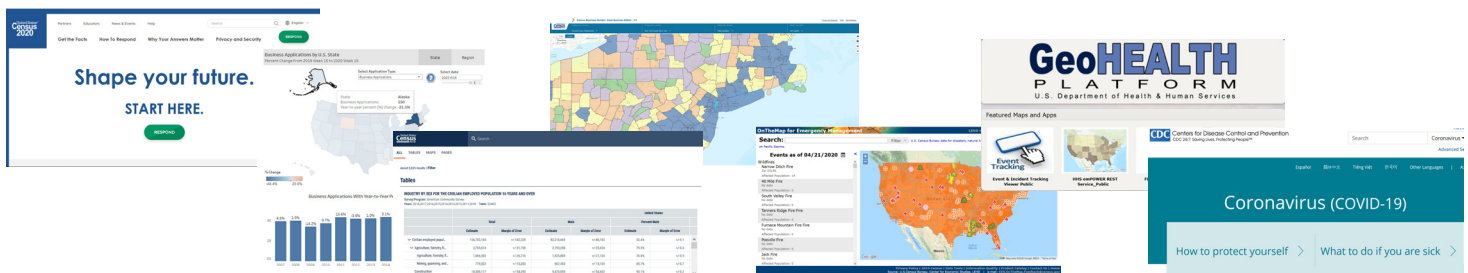
Categorical Datasets Search

The Categorical Datasets Search banner allows users to select a data theme and to find, reference, and download (in map service and Excel formats) the Census Bureau data that interests them.



Other Census Bureau Data Products

The site also includes direct links to other Census Bureau data products and tools that provide additional information to guide decision-making. These include the new Business Formation Statistics, data.census.gov, Census Business Builder, and OnTheMap for Emergency Management. It also includes other federal resources including the CDC COVID-19 Site and HHS GeoHealth.



Contact information:

For questions about the business programs:
E-mail: ewd.outreach@census.gov

For questions about the American Community Survey:
E-mail: acso.users.support@census.gov

Contact Information

International Trade Helpline	
ITMD blogs: <www.census.gov/newsroom/blogs/global-reach.html> 800-549-0595 (see menu options below)/*Secure fax: 301-763-8835 (all branches)	
Assistance With the Automated Export System, Option 1 Monday-Friday 7:30 a.m.–6:00 p.m. (Eastern Time) Fax: 301-763-6638 E-mail: <askaes@census.gov>	Assistance With Commodity Classification, Option 2 Monday-Friday 8:30 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4962 E-mail: <eid.scheduleb@census.gov>
Assistance With Regulatory Guidelines, Option 3 Monday-Friday 7:00 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4610 E-mail: <emd.askregs@census.gov>	Assistance With Information on Trade Data, Option 4 Monday-Friday 8:30 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4962 E-mail: <eid.international.trade.data@census.gov>
Assistance With Trade Outreach, Census Vetting, and Export Reports Authorization, Option 5 Monday-Friday 8:00 a.m.–6:00 p.m. (Eastern Time) Fax: 301-763-8835 E-mail: <exportreports@census.gov>	
<p>*The secure fax number is for confidential company information (i.e., data requests). Please include a cover sheet with the name and/or branch phone number to whom the fax should be delivered. The e-mail addresses below are not secure. Confidential company information should not be sent to these addresses.</p>	

AES Partnership Agencies	Web Sites
U.S. Customs and Border Protection (CBP), Trade Enforcement and Facilitation For general questions: <ofo-export-cargo.cbp.dhs.gov> For vehicle questions: <cbpvehicleexports@cbp.dhs.gov> David Garcia, Program Manager Outbound Enforcement and Policy Office of Field Operations 202-344-3277	Export-Import Bank of the United States <www.exim.gov> U.S. Department of Agriculture Foreign Agriculture Service <www.fas.usda.gov> U.S. Department of Commerce Bureau of Industry and Security <www.bis.doc.gov> International Trade Administration <www.export.gov> <www.trade.gov> U.S. Census Bureau International Trade Management Division <www.census.gov/foreign-trade> U.S. Department of Homeland Security U.S. Customs and Border Protection <www.cbp.gov> U.S. Small Business Administration Office of International Trade <www.sba.gov/international> Small Business Development Centers <www.sba.gov/sbdc> U.S. State Department Directorate of Defense Trade Controls <www.pmdtcc.state.gov> U.S. Treasury Department Office of Foreign Assets Control <www.treas.gov/offices/enforcement/ofac>
Bureau of Industry and Security (BIS) Help Desk, Washington, DC 202-482-4811 Western Regional Office, Los Angeles/ Newport Beach, CA 949-660-0144 Western Regional Office, San Jose, CA 408-351-3378	
Directorate of Defense Trade Controls, U.S. State Department, Washington, DC Response Team 202-663-1282 D-Trade Questions 202-663-2838	